

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 161955Z MAY 75
FM AMEMBASSY BUENOS AIRES
TO SECSTATE WASHDC 1213
USDOC WASHDC

UNCLAS BUENOS AIRES 3406

E. O. 11652: N/A

TAGS: BEXP, BTRA, ENRG, AR

SUBJECT: FOREIGN BUYER PROGRAM: POWER SECTOR GROUP

REF: A. STATE 070075, B. BA 1933

1. TARGET DATE FOR FOREIGN BUYER VISIT HAS SLIPPED. EMBASSY IS CURRENTLY THINKING OF LATE JUNE OR EARLY JULY AS THE NEW DATE. IN THIS CONNECTION, TWO ESSENTIAL REMAINING ARRANGEMENTS HAVE TO BE COMPLETED: A) WE ARE WAITING TO HEAR FORMALLY (IN WRITING) FROM A SUFFICIENT NUMBER OF U.S. COMPANIES TO GO FORWARD WITH THE PROJECT. (WE HAVE HAD INFORMAL EXPRESSIONS OF INTEREST FROM SEVEN OF THE TEN FIRMS LISTED IN REF (B); AND B) WE HAVE TO ISSUE THE INVITATION TO THE ARGENTINE OFFICIALS AND THAT INVITATION HAS TO BE ACCEPTED. WE EXPECT WE WILL HAVE THE REPLIES FROM THE U.S. FIRMS ON HAND BY MAY 23RD. ONCE WE HAVE A SUFFICIENT NUMBER OF REPLIES TO MAKE THE VISIT WORTHWHILE THE INVITATION TO THE LOCAL AUTHORITIES WILL BE MADE.

2. WITH REFERENCE TO PARA. 4 OF REF (A), EMBASSY BELIEVES THAT BEST WAY OF CONTACTING U.S. FIRMS IS THROUGH THEIR LOCAL AGENTS, WHO IN ANY CASE WILL HAVE A DECIDING VOICE IN WHETHER THEIR COMPANIES SHOULD PARTICIPATE. ACCORDINGLY, IT SHOULD NOT BE NECESSARY FOR USDOC TO ENTER INTO CONTACT WITH THESE FIRMS AT THIS TIME. NEVERTHELESS, WE ARE GRATEFUL FOR YOUR OFFER.

3. GOA OFFICIALS WHO WILL BE REPRESENTED IN THE GROUP
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WILL BE DECISION MAKERS FROM A VARIETY OF GOA POWER

COMPANIES AND COMMISSIONS WHO CONTROL SINGLE LARGEST VALUE OF SALES OF ANY SECTOR OF THE ARGENTINE ECONOMY. THE PRIORITY PROJECTS IN THE POWER SECTOR - THE YACIRETA-APIPE AND PARANA MEDIO PROJECTS ON THE PARANA RIVER, THE ALICOPA COMPLEX AND THE CHIHUIDO DAM IN NEUQUEN PROVINCE, THE ZANJA DEL TIGRE PROJECT ON THE BERMEJO RIVER, CORDON DEL PLATA IN MENDOZA, AND THE INTERCONNECTION OF THE ARGENTINE POWER GRID SYSTEMS - ARE WORTH APPROXIMATELY \$5 BILLION DOLLARS IN TRADE OPPORTUNITIES. THE ABOVE IS ONLY A PARTIAL LISTING OF POWER PROJECTS IN ARGENTINA, WHICH OVER THE NEXT 10 YEARS WILL ALSO SEE SUBSTANTIAL UPGRADING OF THE EXISTING THERMOELECTRIC PLANT, THE ADDITION OF TWO OR THREE NUCLEAR GENERATING PLANTS, AND A NUMBER OF SMALLER HYDROELECTRIC PROJECTS. THIS SECTOR IS WITHOUT QUESTION THE ONE WHICH HAS TOP PRIORITY WITHIN THE ARGENTINE GOVERNMENT'S INVESTMENT PROGRAM.

4. EMBASSY HOPES TO LINK THIS INVITATION TO THE INTEREST OF THE GOA AUTHORITIES IN PARTICIPATION BY U.S. FIRMS IN THE PARANA MEDIO PROJECT. THIS ISSUE IS DISCUSSED IN SEPTTEL WHICH FOLLOWS ASAP.

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